



**School Board of Leon County, Florida  
District Term Contract  
DTC-22-1025**

**Data Cabling Equipment and Services (E-Rate)**

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This Contract is between the School Board of Leon County, a public school district within Leon County, Florida with offices at 2757 West Pensacola Street, Tallahassee, FL 32304 (District), and Delta Technologies, Inc. (Contractor) located at 3777 Hartsfield Road, Tallahassee, FL 32303. The District and Contractor are collectively referred to herein as "Parties," and individually as a "Party." All capitalized terms shall have the meaning assigned to them in the Contract, unless otherwise defined here.

The Contractor responded to the District's Request for Proposals, No: RFP 492-2022, Data Cabling Equipment and Services (E-Rate). The District has accepted the Contractor's Proposal and enters into this Contract in accordance with the terms and conditions of RFP 492-2022, Data Cabling Equipment and Services (E-Rate).

Accordingly, and in consideration of the mutual promises contained in the Contract, the Parties agree as follows:

**I. Scope of Work**

The services and/or commodities to be provided by the Contractor pursuant to this Contract are defined in RFP 492-2022, Data Cabling Equipment and Services (E-Rate) and all Addenda which are referenced and incorporated herein. The vendors proposal is attached as Exhibit A and Cost Proposal as Exhibit B. This Contract serves as a master agreement, with individual purchases being made via purchase orders (POs).

**II. Contract Term**

The initial term of Contract is for three (3) years. The initial Contract term shall begin on July 1, 2022 or on the last date in which it is signed by all Parties, whichever is later.

**III. Renewal Terms**

The District and the Contractor may renew the Contract in whole or in part, for a renewal term not to exceed three (3) years, or portions thereof, at the renewal pricing specified in the Contractor's original submission, upon mutual agreement of the Parties as set forth in the Contract.

#### **IV. Contract**

This Contract, together with the following attached documents (Exhibits), sets forth the entire understanding of the Parties and supersedes all prior agreements, whether written or oral, with respect to such subject matter.

All Exhibits attached to this Contract are incorporated in their entirety and form as part of this Contract. The Contract has the following Exhibits:

- a) Exhibit A: Delta Technologies, Inc.'s response to RFP 492-2022, Data Cabling Equipment and Services (E-Rate)
- b) Exhibit B: Contractor's pricing for RFP 492-2022

In case of conflict, the documents shall have priority in the order listed:

- a) The District Term Contract;
- b) The District RFP 492-2022, Data Cabling Equipment and Services (E-Rate) and all Addenda;
- c) Exhibit A: Delta Technologies, Inc.'s response to RFP 492-2022, Data Cabling Equipment and Services (E-Rate); and Exhibit B: Contractor's pricing for RFP 492-2022

#### **V. Amendments**

No oral modifications to this Contract are acceptable. All modifications to this Contract must be in writing and signed by both Parties, except changes to Section VII., below. Any future amendments of the Contract, which alter the definition of the services, shall define the services in the same format as Exhibit A.

Notwithstanding the order listed in Section IV, amendments issued after Contract execution may expressly change the provisions of the Contract. If an amendment expressly alters the Contract, then the most recent amendment will take precedence.

#### **VI. Contract Notices**

Contract notices may be delivered by email to the Contractor's designated contact person as prescribed in Section VII.

#### **VII. Contract Management**

The District employee who is primarily responsible for maintaining the Contract Administration file is:

Contract Administrator  
Office of Business Services

Leon County Schools  
3397 West Tharpe Street  
Tallahassee, FL 32303  
Telephone (850) 488-1206

The District's Contract Manager is:

Dale Joiner, Director II  
Technology & Information Services  
Leon County Schools  
520 S. Appleyard Dr.  
Tallahassee, FL 32304  
Telephone 850-487-7530  
Email: [joinerd@leonschools.net](mailto:joinerd@leonschools.net)

The District may appoint a different Contract Administrator or Manager, which will not require an amendment to the Contract, by sending written notice to the Contractor. Any communication to the District relating to the Contract shall be addressed to the District's Contract Manager, or designee.

The Contractor has assigned the following individual(s) to serve as the designated contact person for this Contract:

Primary Contact:

Keith Sandstrom  
President  
Delta Technologies, Inc.  
3777 Hartsfield Road  
Tallahassee, FL 32303  
Telephone: 850-575-3977  
Email: [keith@delta-tech.com](mailto:keith@delta-tech.com)

All questions and customer service issues concerning this Contract shall be directed to the Contractor's designated contact person(s), above. It will be the designated contact person's responsibility to coordinate with necessary District personnel, as required, to answer questions and resolve issues. The Contractor must provide written notice to the District's Contract Manager, or designee, if a new employee is designated as the contact person for this Contract.

## **VIII. Termination**

### **A. Termination for Convenience**

This Contract may be terminated by either Party at will upon no less than 30 calendar days' written notice, unless a shorter period of time is mutually agreed upon by both Parties. The Board's sole obligation shall be to reimburse the Contractor for those

goods or services shipped and accepted by the Board up to the date of termination, and costs incurred by the Contractor for unfinished goods, which are specifically manufactured for the Board and which are not standard products of the Contractor, as of the date of termination. In no event shall the Board be responsible for the loss of anticipated profit. Notice shall be delivered by certified mail (return receipt requested), by another method of delivery whereby an original signature is obtained, or in person with proof of delivery.

**B. Termination for Cause**

If a breach of this Contract occurs by the Contractor, the District may terminate the Contract for cause. The District choose to provide, at its exclusive option, an opportunity for the Contractor to cure the breach for cause within 30 calendar days upon written notice of the deficiency by the District. Any breach of this Contract which is still left uncured by the Contractor after the District has elected to provide 30 calendar days to cure (remedy) the breach, may result in the District's termination of this Contract upon 24 hours written notice by the District. If the District does not elect to afford an opportunity for the Contractor to cure a breach (e.g. instances of egregious Contractor conduct or other Contractor actions which may be harmful to the District), the District may immediately terminate this Contract for cause, upon 24 hours' written notice to the Contractor, as described in this section. Notice shall be delivered by certified mail (return receipt requested), in person with proof of delivery, or by another method of delivery whereby an original signature is obtained.

**C. Termination for Unauthorized Employment**

Violation of the provisions of Section 274A of the Immigration and Nationality Act shall be grounds for unilateral cancellation of this Contract.

**IX. Assignment**

The Contractor shall not sell, assign, or transfer its responsibilities or interests under this Contract to another party without prior written approval of the District's Contract Manager, or designee. The District shall, at all times, be entitled to assign or transfer its rights, duties, and obligations under this Contract to another governmental agency or special district of the State of Florida upon providing written notice to the Contractor.

**X. Subcontracts**

The Contractor is fully responsible for all work performed under this Contract. The Contractor may, upon receiving written consent from the District's Contract Manager, or designee, enter into written subcontract(s) for performance of certain obligations under this Contract. No subcontract shall relieve the Contractor of any responsibility for the performance of its contractual duties. All payments to subcontractors shall be made by the Contractor.

It is understood and agreed that the District shall not be liable to any subcontractor for any expenses or liabilities incurred under the subcontract and that the Contractor shall be solely liable to the subcontractor for all expenses and liabilities under this Contract. All subcontractors are subject to the same background check requirements as are referenced in Exhibit A.

## **XI. Price Adjustments**

Any price decrease effectuated during the Contract period by reason of market change or special sales offered to other customers shall be passed on to the District. This shall also apply to all in-place equipment on a rent or lease plan. Price increases are not accepted, unless otherwise stated. All prices are firm and shall be held for the duration of the Contract term. The District may, at its sole discretion, review a request from the Contractor for an equitable adjustment in Contract pricing if pricing or supply availability is affected by extreme or unforeseen conditions in the marketplace, outside of the Contractor's control. Requests shall be submitted to the District's Contract Manager along with justification and backup information, as necessary, such as a letter from a manufacturer regarding price increases. The District will consider the request and respond within 30 days. The Contractor shall continue to fill orders at the current Contract pricing until a decision has been made.

## **XII. Additions/Deletions**

During the term of the Contract, the District reserves the right to add or delete the number of commodities or services, when considered to be in its best interest. Pricing shall be comparable to amounts awarded. Further, the District reserves the right to add or delete schools and District offices to the list of delivery/service locations.

## **XIII. Delivery**

Product(s) shall be shipped as Free on Board (FOB) to the designated destination, and arrive within 30 days of Purchase Order issuance, or at the time mutually agreed upon between both Parties. Deliveries of goods, or provision of services, must be made between 8:30 a.m. to 4:00 p.m., local time, Monday through Friday, excluding District holidays, unless otherwise stated herein.

## **XIV. Summary Reports**

The Contractor shall provide the Contract Manager a report of Contract sales at the end of each quarter (March, June, September, and December), unless otherwise specified by the District. The report shall summarize, at a minimum: the total number of units sold/services performed during the quarter, total dollar value of units sold/services performed during the quarter, total number of units sold/services performed by delivery location for the quarter, total number of units sold/services performed for the quarter, and total dollar value sold for the entire Contract term to date. The District may, at its discretion,

develop the format the Contractor must use for reporting. Any report format developed by the District shall be incorporated into and shall become a part of the Contract. A summary report shall also be required for time periods that include less than three (3) full months of business (such as the beginning or end of the Contract term). Failure to provide this information within 30 calendar days following the end of each quarter shall result in the assessment of financial consequences, \$100 per calendar day until the reports are delivered to the District. If the Contractor has a delay in providing reports outside of its control, they can request an extension from the Contract Manager. Upon approval, the Contract Manager may adjust the due date for the reports.

## **XV. Other Conditions**

### **A. Public Records**

The Contractor agrees to (a) keep and maintain public records required by the Board to perform the service; (b) upon request from the Board's custodian of public records, provide the Board with a copy of the requested records or allow the records to be inspected or copied within a reasonable time at a cost that does not exceed the cost provided in Florida Statute; (c) ensure that public records that are exempt or confidential and exempt from public records disclosure requirements are not disclosed except as authorized by law for the duration of the Contract term and following completion of the Contract if the Contractor does not transfer the records to the Board; and (d) upon completion of the Contract, transfer, at no cost to the Board all public records in possession of the Contractor, or keep and maintain public records required by the Board to perform contractual obligations. If the Contractor transfers all public records to the Board upon completion of the Contract, the Contractor shall destroy any duplicate public records that are exempt or confidential and exempt from public record disclosure requirements. If the Contractor keeps and maintains public records upon completion of the Contract, then the Contractor shall meet all applicable requirements for retaining public records. All records stored electronically must be provided to the Board, upon request, in a format that is compatible with its information technology systems. The Board may unilaterally terminate the Contract for refusal by any Contractor to allow public access to all documents, papers, letters, or other material made, or received by the Contractor in conjunction with the Contract unless the records are exempt from Section 24(a) of Art. I of the State Constitution and either Section 119.07(1), F.S. or Section 119.071, F.S. Additionally, the Contractor may be subject to penalties under Section 119.10, F.S.

**If the Contractor has questions regarding the application of Chapter 119, Florida Statutes, to the Contractor's duty to provide public records relating to this Contract, contact the custodian of public records at:**

**Leon County Schools**

**ATTN: Julie Jernigan**  
**2757 West Pensacola Street**  
**Tallahassee, Florida 32304**  
**Telephone: (850) 487-7177**  
**Email: [jerniganj@leonschools.net](mailto:jerniganj@leonschools.net)**

**B. Confidentiality**

The Contractor shall ensure all staff assigned to this Contract maintains confidentiality with reference to individual receiving services in accordance with applicable local, state, and federal laws, rules and regulations. The District and the Contractor agree that all information and records obtained in the course of providing services under this Contract shall be subject to confidentiality and disclosure provisions of applicable federal and state statutes and regulations adopted pursuant thereto.

The Contractor agrees to keep all student and District personnel information (i.e. names, telephone numbers, addresses, etc.) strictly confidential and shall not disclose said information to any person, unless released in writing by the District.

**C. Disputes**

Any dispute concerning performance of the terms of this Contract shall be resolved informally by the Contract Managers. Any dispute that cannot be resolved informally shall be reduced to writing and delivered to the District's Chief Financial Officer (CFO), or designee. The District's CFO, or designee, shall decide the dispute, reduce the decision to writing, and deliver a copy to the Parties, the Contract Managers and the District's Contract Administrator.

**D. Notices**

All notices required or permitted by this Contract shall be given in writing and by hand-delivery or email to the respective Parties. All notices by hand-delivery shall be deemed received on the date of delivery and all notices by email shall be deemed received when they are transmitted and not returned as undelivered or undeliverable. Both Parties may change their contact information and Contract Manager by written notice given to the other Party as provided above.

**E. Insurance**

The Contractor agrees to provide adequate insurance coverage on a comprehensive basis and to hold such insurance at all times during the existence of this Contract. The Contractor accepts full responsibility for identifying and determining the type(s) and extent of insurance necessary to provide reasonable financial protection for the Contractor and the District under this Contract. At a minimum this coverage shall

include general liability coverage no less than \$1 million per occurrence and \$2 million in aggregate. Upon the execution of this Contract, the Contractor shall furnish the District's Contract Manager, or designee, written verification of such insurance coverage. Such coverage may be provided by a self-insurance program established and operating under the laws of the State of Florida. The District reserves the right to require additional insurance where appropriate.

If the Contractor is a state agency or subdivision as defined in Section 768.28, F.S., the Contractor shall furnish the District, upon request, written verification of liability protection in accordance with Section 768.28, F.S. Nothing herein shall be construed to extend any Party's liability beyond that provided in Section 768.28., F.S.

F. Employee Status

This Contract does not create an employee/employer relationship between the Parties. It is the intent of the Parties that the District and Contractor are independent contractors under this Contract and neither is the employee of the other for all purposes, including, but not limited to, the application of the Fair Labor Standards Act minimum wage and overtime payments, Federal Insurance Contribution Act, the Social Security Act, the Federal Unemployment Tax Act, the provisions of the Internal Revenue Code, the State Workers Compensation Act, and the State unemployment insurance law.

G. Force Majeure

Neither Party shall be liable for loss or damage suffered as a result of any delay or failure in performance under this Contract or interruption or performance resulting directly or indirectly from acts of God, fire, explosions, earthquakes, floods, water, wind, lightning, civil or military authority, acts of public enemy, war, riots, civil disturbances, insurrections, strikes, or labor disputes.

H. Available Funding

The District's performance and obligation to pay for goods and services under this Contract are contingent upon available annual funding. The costs of services paid under any other Contract or from any other source are not eligible for reimbursement under this Contract.

I. Scrutinized Companies Contractor Certification

The Contractor certifies they are not listed on the Scrutinized Companies that Boycott Israel List, created pursuant to Section 215.4725, F.S., and they are not currently engaged in a boycott of Israel. If the resulting Contract exceeds \$1,000,000.00 in total, (not including renewal years), the Contractor certifies that they are not listed on either the Scrutinized Companies with Activities in Sudan List, or the Scrutinized Companies



with Activities in the Iran Petroleum Energy Sector List created pursuant to Sections 215.473, F.S., and 215.4725, F.S., and further certifies they are not engaged in business operations in Cuba or Syria. Pursuant to Sections 287.135(5), F.S., and 287.135(3), F.S., the Contractor agrees the District may immediately terminate the resulting Contract for cause if the Contractor is found to have submitted a false certification or if the Contractor is placed on the Scrutinized Companies with Activities in Sudan List, the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List, the Scrutinized Companies that Boycott Israel List, or is engaged in a boycott of Israel, or has engaged in business operations in Cuba or Syria during the term of the resulting Contract. Any company that submits a bid or proposal for a Contract, or intends to enter into or renew a Contract with an agency or local governmental entity for goods or services, of any amount, must certify that the company is not participating in a boycott of Israel.

CONTRACTOR: Delta Technologies, Inc.

  
Authorized Signature

Keith Sandstrom  
Printed Name

President  
Title

3.22.2022  
Date

SCHOOL BOARD OF LEON COUNTY, FL

  
Darryl Jones, Board Chair

4/12/2022  
Date

  
Rocky Hanna, Superintendent

4/12/2022  
Date



COPY

## Technical Proposal

**RFP 492-2022 Data Cabling Equipment and Services (E-Rate)**  
**Proposal Opening Date/Time: December 14, 2021 @ 2:00 PM**

**Leon County Schools**  
**Purchasing Department**  
**3397 West Tharpe Street**  
**Tallahassee, FL 32303**

**Proposer:**  
**Delta Technologies, Inc.**  
**3777 Hartsfield Road**  
**Tallahassee, FL 32303-1120**  
**(850) 575-3977**

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## **Tab A**

## **Executive Summary/Letter of Interest**

December 6, 2021

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Keith Sandstrom, RCDD

President

Delta Technologies, Inc.

3777 Hartsfield Road

Tallahassee, FL 32303-1120

RFP 492-2022 Data Cabling Equipment  
Leon County Schools  
Purchasing Department  
3397 West Tharpe Street  
Tallahassee, FL 32303

Re: Executive Summary/Letter of Interest

Thank you for the opportunity to participate in the Leon County Schools RFP 492-2022 Data Cabling Equipment and Services (E-Rate). Delta Technologies is eager to continue to provide the data cabling and services that enable the District to accomplish its educational and administrative goals. We are confident, that with over twenty-one years working with Leon County Schools, we are well placed to continue to provide services that meet the District's current and future needs.

## E-Rate Requirements

<b>E-Rate Service Provider Identification Number:</b>	143004735
<b>FCC Registration Number:</b>	0013566856

## Financial Interest

No Leon County Schools Board Member, District Employee or Official has any financial interest in Delta Technologies, Inc.

Licensed in Florida and Georgia (ES-0000212, EF-20000414, LVU405002)

## **Tab B**



## References

### Allan Whittmier – Leon County Board of Commissioners

Proposer's Reference Form  
Attachment V  
RFP 492-2022  
Data Cabling Equipment and Services (E-Rate)

#### Proposer's Reference Form

Proposer Name: ALAN WITTMIER

Reference Company Name: Leon County BOCC

Address: 301 S. Monroe St. Tallahassee FL 32301

Primary Contact Person: ALAN Wittmier Alternate Contact Person: Sam Kersey

Primary Contact Phone: 850-606-5510 Alternate Contact Phone: 850-606-5509

Contract Performance Period: Multiple Years Location of Services: Various Leon County Facilities

#### Brief description of the services performed for this reference:

We have used Delta Technologies for installation of data-communications wiring and communications build out, as well as audio-visual installations and service for several years. The services they have completed for Leon County BOCC have always been excellent.

Alan Wittmier  
ALAN WITTMIER

The foregoing instrument was acknowledged before me by means of ☒ physical presence or ☐ online notarization this 7th day of December, 2021, by Alan Wittmier (name of authorized representative) as IT Coordinator - Network (position title) for Leon County, Florida (company name).

Notary Signature Marcia Allen Labat

(NOTARY SEAL) 

Name of Notary (Typed, Printed or Stamped)

Personally Known ☒ OR Produced Identification ☐ Type of Identification \_\_\_\_\_

## Terry Thompson – Gulf County Schools

Proposer's Reference Form  
Attachment V  
RFP 492-2022  
Data Cabling Equipment and Services (E-Rate)

### Proposer's Reference Form

Reference #1

Proposer Name: Delta Technologies

Reference Company Name: Gulf County School District

Address: 150 Middle School Rd.

Primary Contact Person: Terry Thompson Alternate Contact Person: \_\_\_\_\_

Primary Contact Phone: 850-340-0193 Alternate Contact Phone: \_\_\_\_\_

Contract Performance Period: Past 10 yrs Location of Services: \_\_\_\_\_

Brief description of the services performed for this reference:

1) Rewire district schools (4) Cat 6  
2) Install fiber and repair fiber  
3) Install new intercom system (Bogen)

The foregoing instrument was acknowledged before me by means of ☒ physical presence or ☐ online notarization this 6<sup>th</sup> day of December, 2021, by Terry Thompson (name of authorized representative) as network administrator (position title) for Gulf County School (company name).

Angela Faye Benavides  
Notary Signature

(NOTARY SEAL)

  
Name of Notary (typed, printed, or stamped)

Personally Known ☒ OR Produced Identification ☐ Type of Identification \_\_\_\_\_

## Polly Corless – Intuition, LLC

Proposer's Reference Form  
Attachment V  
RFP 492-2022  
Data Cabling Equipment and Services (E-Rate)

### Proposer's Reference Form

Proposer Name: Delta Technologies

Reference Company Name: Intuition, LLC

Address: 6735 Southpoint Drive South, Suite 300 Jacksonville, FL 32216

Primary Contact Person: Polly Corless Alternate Contact Person: Josh Bauman

Primary Contact Phone: 904-962-2163 Alternate Contact Phone: 904-200-5561

Contract Performance Period: 2003 - Current Location of Services: Jacksonville FL, Tallahassee FL, Clearwater FL

#### Brief description of the services performed for this reference:

Delta Technologies has been an outstanding partner with our family of companies for almost two decades. They have been instrumental in the wiring and connectivity of our three locations consisting of over 70,000 square feet for over 250 employees. We have worked with them on start up beginning-to-end moves, reconfigurations, installations of generators, backup systems, connectivity design of multiple buildings and multiple floors, etc. The connectivity design is critical to the success of our company and Delta Technologies has been vital to our implementations. Their professionalism, detail for the assignment, along with their work ethic is like none we have seen in the industry. We look at Delta Technologies as a partner and not just a vendor. Intuition has been exceptionally pleased with their first in class quality of work and would highly recommend them and the relationship they bring to the table.

The foregoing instrument was acknowledged before me by means of ☒ physical presence or ☐ online notarization this 9th day of December, 2021, by Polly Corless (name of authorized representative) as CFO (position title) for Intuition, LLC (company name).



Janet L. Highlands  
Notary Signature

(NOTARY SEAL)

Janet Highlands  
Name of Notary (Typed, Printed, or Stamped)

Personally Known ☒ OR Produced Identification ☐ Type of Identification \_\_\_\_\_

## Narrative Record of Past Experience

### Company History

Delta Technologies, Inc. was founded as a sub chapter S corporation on January 12, 1995 and has been in continuous operation since. Delta is licensed in Florida as a Limited Energy Systems Specialist (ES-0000212) and as a Alarm System Contractor I (EF-20000414). We are also licensed in Georgia as a Low Voltage Unrestricted contractor (LVU40502). Our corporate headquarters is located in Tallahassee, Florida in a seventeen-thousand square foot building that was purchased by Delta in 2008.

Delta was founded as a structured cabling contractor. Since then, we have expanded our focus to include the design, installation and service of the following systems:

- access control systems
- CCTV camera systems
- paging/intercom systems
- audio/visual systems
- fire & intrusion alarms
- WiFi networks
- optical fiber cabling
- interactive classroom systems
- classroom audio systems

In this capacity we have been serving a diverse customer base throughout the state of Florida and Georgia, including government agencies at the federal, state and local levels, educational institutions (university, community college and K-12), private businesses, health care institutions, small offices home offices and residential.

### Experience With Corporate & Governmental Customers

Below is a list of customers that demonstrate our experience in working with customers similar to Leon County Schools:

#### Leon County Schools

**Customer Since:** 2000 – Present

**Type of Services Provided:** voice/data cabling; optical fiber & multi-pair telephone cabling; installation and service of various low-voltage systems including projectors & screens, Promethean interactive whiteboards, Lightspeed classroom audio systems, touchscreen Panels (ClearTouch/New Line/ViewSonic), LCD televisions, public address systems, intercom stations & speakers, clocks, CCTV.

Licensed in Florida and Georgia (ES-0000212, EF-20000414, LVU405002)

## **Tallahassee Community College**

**Customer Since:** 1998 – Present

**Type of Services Provided:** voice data cabling; optical fiber; outside plant cabling (optical fiber & multi-pair telephone cabling); installation of wireless access points; installation and service of access control & CCTV systems.

## **Gulf County Schools**

**Customer Since:** 2017

**Types of Services Provided:** installed voice/data cabling and wireless access point in all four schools and their administrative offices; designed and installed a Bogen Nyquist 7000 hybrid IP intercom systems in Port Saint Joe High School.

## **Leon County Board of County Commissioners**

**Customer Since:** 2000 – Present

**Type of Services Provided:** voice/data cabling; optical fiber; installation and service of access control & CCTV systems.

## **Office of The Attorney General**

**Customer Since:** 1998 – Present

**Types of Services Provided:** Install and service voice/data cabling optical fiber and CCTV cabling in multiple offices throughout the state of Florida.

## **Florida Department of Financial Services**

**Customer Since:** 1998 – Present

**Types of Services Provided:** voice/data cabling, optical fiber and multi-pair telephone cabling in multiple offices throughout the state of Florida.

## **Florida Department of Agriculture**

**Customer Since:** 1996 – Present

**Types of Services Provided:** voice/data cabling, optical fiber and multi-pair telephone cabling in multiple offices through out the state of Florida.

Licensed in Florida and Georgia (ES-0000212, EF-20000414, LVU405002)

## **Florida Department of Law Enforcement**

**Customer Since:** 2004

**Types of Services Provided:** voice data cabling, optical fiber & multi-pair telephone cabling, installation of A/V systems including LCD TVs and video walls.

## **Current Multi-Year Contracts**

Leon County Schools: ER351-2016 Network Cabling Services District Wide

Florida Department of Management Services: TIPS-2 Telephone Infrastructure Project Services

Alachua County Board of County Commissioners: BID 20-100 Annual Fiber Optic Cabling

Alachua County Board of County Commissioners: BID 20-101 Annual Telephone Cabling-Network Cabling

## **Proposer's Experience**

Delta Technologies has been working with the Leon County School Board for over twenty-one years. Prior to 2006 we were LCSB's vendor of choice. We were then selected as a contractor on RFP ER0191 and ER0278-2011, and we are currently on contract ER351-2016.

During this time, we have installed all of the structured cabling in many new and renovated schools, and have completed MAC (moves, adds & changes), as well as performing service/repair work at all of LCSB's facilities.

In addition to structured cabling, Delta has also installed and serviced many other systems; including projectors & screens, Promethean interactive whiteboards, Lightspeed classroom audio systems, touchscreen LCD Panels (ClearTouch/U Vision/ViewSonic), LCD televisions, public address systems, intercom stations & speakers, clocks, CCTV cameras as well as the cabling associated with these systems.

This long history of working with LCSB has enabled our staff to develop first-hand knowledge of Leon County Schools' facilities and systems as well as their policies and procedures.

### **Licensure Suspension and Revocation**

Delta Technologies has never had any of its licenses suspended or revoked.

### **Bankruptcies, Liens and Judgements**

Delta Technologies has never filed for bankruptcy, or had a lien levied or a judgement against it.

### **Contract Disputes**

In the last three years, neither Delta Technologies, Inc., nor any of its affiliates, subcontractors or agents, has not had any contract disputes related to contracts by Delta Technologies, Inc. to provide services.

### **Subcontractors**

All work done under this RFP shall be done by Delta Technologies.



## Warranty Policy

# Warranty Policy

All work done under this contract shall be warrantied as follows:

All equipment provided and installed by Delta Technologies, Inc. under this contract shall be warrantied to be free from defects in material or workmanship for a period of twelve (12) months from the date of installation/customer acceptance.

All equipment provided by others under this contract shall not be covered under this warranty. However, the workmanship required to install equipment provided by others shall be warrantied to be free of defects for a period of twelve (12) months from the date of installation/customer acceptance.

All structured cabling, including both copper and fiber, shall be warrantied to be free from defects in material or workmanship for a period of five (5) years from the date of installation/customer acceptance.

In the event a defect in material or workmanship is found during the warranty period, Delta Technologies, Inc. shall provide the materials and labor necessary to repair the warrantied system.

Exceptions to this warranty include:

1. Acts of God or other accidental damage
2. Damage arising from improper system usage
3. Damage resulting from vandalism or other criminal mischief

For more details, please see our warranty.





## Warranty

# WARRANTY

1. **WARRANTY:** DELTA warrants to the original owner-user that the installed system will be free from defects in material or workmanship.
2. Warranty on labor is limited to twelve (12) months from the date of original installation, whether or not actual use begins on that date.
3. Any equipment installed shall be covered by the original equipment manufacturer's warranty.
4. DELTA obligations under this warranty and the sole remedy for its breach are limited to repair, at a repair facility of DELTA'S choosing, of any part or parts which prove to be defective; or, in its sole discretion, replacement of such products.
5. All claims under the warranty provided herein must be made within ninety (90) days from the date of discovery of the defect. Failure to notify DELTA of a warranted defect within ninety (90) days of its discovery voids DELTA'S obligations hereunder.
6. The warranty provided herein shall be void and of no effect in the event that
  1. the product has been operated outside its designed output capacity
  2. the product has been subjected to misuse, neglect, accident, improper or inadequate maintenance, corrosive environments, environments containing airborne contaminants (silicone, aluminum oxide, etc.), or excessive thermal shock
  3. unauthorized modifications are made to the product
7. The warranty provided herein is for repair or replacement only. DELTA shall not be liable for any loss, cost, damage, or expense of any kind arising out of a breach of the warranty. Further, DELTA shall not be liable for any incidental, consequential, exemplary, special, or punitive damages, nor for any loss of revenue, profit or use, arising out of a breach of this warranty.
8. In no event will DELTA be liable for any amount greater than the purchase price of a defective product.
9. The disclaimers of liability included in this paragraph shall remain in effect and shall continue to be enforceable in the event that any remedy herein shall fail of its essential purpose.
10. THIS WARRANTY IS THE SOLE AND EXCLUSIVE WARRANTY FOR DELTA PRODUCTS, AND IS IN LIEU OF ALL OTHER EXPRESS AND IMPLIED WARRANTIES. DELTA SPECIFICALLY DISCLAIMS ALL OTHER EXPRESS AND IMPLIED WARRANTIES, INCLUDING, BUT NOT LIMITED TO, ALL IMPLIED WARRANTIES OF MERCHANTABILITY AND FITNESS FOR A PARTICULAR PURPOSE.
11. No person or entity is authorized to bind DELTA to any other warranty, obligation or liability for any DELTA product.
12. Installation, operation or use of the DELTA product for which this warranty is issued shall constitute acceptance of the terms hereof.

## Insurance Certificate

		<b>CERTIFICATE OF LIABILITY INSURANCE</b>		DATE (MM/DD/YYYY) 12/08/2021			
THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.							
IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).							
PRODUCER Brown & Brown of Florida, Inc. P.O. Box 2412  Daytona Beach FL 32115-2412		CONTACT NAME: Elinn Peacock PHONE (A/C, No. Ext.): (386) 252-9601 FAX (A/C, No.): (386) 239-5729 E-MAIL ADDRESS: Epeacock@bbdaytona.com					
		INSURER(S) AFFORDING COVERAGE		NAIC #			
		INSURER A: Philadelphia Indemnity Insurance Company		18058			
		INSURER B: FFVA Mutual Insurance Co.		10385			
		INSURER C: XL Specialty Insurance Company		37885			
		INSURER D:					
		INSURER E:					
		INSURER F:					
INSURED DELTA TECHNOLOGIES INC PO BOX 2301  TALLAHASSEE FL 32316							
COVERAGES		CERTIFICATE NUMBER: 21-22		REVISION NUMBER:			
THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.							
INSR LTR	TYPE OF INSURANCE	INSR	WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR  GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input checked="" type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER:			PHPK2312934	08/12/2021	08/12/2022	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 1,000,000 MED EXP (Any one person) \$ 20,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMPOP AGG \$ 2,000,000 \$
A	<input type="checkbox"/> AUTOMOBILE LIABILITY <input type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input checked="" type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> NON-OWNED AUTOS ONLY <input checked="" type="checkbox"/> HIRED AUTOS ONLY			PHPK2312934	08/12/2021	08/12/2022	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ PIP \$ 10,000
A	<input checked="" type="checkbox"/> UMBRELLA LIAB <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> OCCUR <input type="checkbox"/> CLAIMS-MADE DED <input checked="" type="checkbox"/> RETENTION \$ 10,000			PHUB781264	08/12/2021	08/12/2022	EACH OCCURRENCE \$ 1,000,000 AGGREGATE \$ 1,000,000 \$
B	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N <input type="checkbox"/>	N/A	WC84000222412021A	06/01/2021	06/01/2022	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTHER E.L. EACH ACCIDENT \$ 1,000,000 E.L. DISEASE - EA EMPLOYEE \$ 1,000,000 E.L. DISEASE - POLICY LIMIT \$ 1,000,000
C	INLAND MARINE			UM00052340MA21A	08/12/2021	08/12/2022	LEASED/RENTED \$30,000
DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required) SEE NOTES FOR POLICY COVERAGE FORMS RE: CONTRACT# RFP 492-2022 - CABLE NETWORK INSTALLATION SCHOOL BOARD OF LEON COUNTY IS ADDITIONAL INSURED AND A WAIVER OF SUBROGATION APPLIES, AS REQUIRED BY WRITTEN CONTRACT AND IF APPLICABLE, PER THE FORMS LISTED ON THE ATTACHED ADDITIONAL REMARKS SCHEDULE.							
CERTIFICATE HOLDER				CANCELLATION			
SCHOOL BOARD OF LEON COUNTY, FLORIDA 2757 W PENSACOLA ST  TALLAHASSEE FL 32304				SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.  AUTHORIZED REPRESENTATIVE 			

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ACORD 25 (2016/03)

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## **Drug-Free Workplace Policy**

### **I. Statement of Policy**

Delta Technologies, Inc. acknowledges the problem of substance abuse in our society. Furthermore, we see substance abuse as a serious threat to our company. We are addressing this problem by introducing a new substance abuse policy to ensure the company will have a drug-free workplace.

Drug addiction is a complex, yet treatable disease. For this reason, our substance abuse program is targeted at alleviating the problem at the community level by involving both our employees and their families. Our commitment to eradicating substance abuse in the community reflects our firm belief that by building this community, we build our company.

While Delta Technologies, Inc. understands employees and applicants under a physician's care are required to use prescription drugs, abuse of prescribed medications will be dealt with in the same manner as the abuse of illegal substances.

The ultimate goal of this policy is to balance our respect for individual privacy with our need to keep a safe, productive, drug-free environment. Our intention is to prevent and treat substance abuse. We would like to encourage those who abuse drugs to seek help in overcoming their problem.

### **II. Definitions**

1. "Legal Drug" - includes prescribed drugs and over-the-counter drugs which have been legally obtained and are being used solely for the purpose for which they were prescribed and manufactured.
2. "Illegal Drug" - any drug: (a) which is not legally obtainable; (b) which may be legally obtained, but has not been legally obtained; or (c) which is being used in a manner or for a purpose other than as prescribed.

### **III. Policy**

The company's policy is to employ a work force free from use of illegal drugs either on or off the job. An employee determined to be in violation of this policy is subject to disciplinary action, which may include termination, even for a first offense. It is the Standard of Conduct of this company that employees shall not use illegal drugs. In order to maintain this Standard, the company has established the programs and rules set forth.

#### **A. General Procedures**

An employee reporting for work visibly impaired is unable to properly perform required duties and will not be allowed to work. If possible, the supervisor will first seek another supervisor's opinion of the employee's status. Then the supervisor will consult privately with the employee to determine the cause of the observation, including whether substance abuse has occurred. If in the opinion of the supervisor, the employee is considered impaired, the employee will be sent home or to a medical facility by taxi or

other safe transportation, accompanied by the supervisor or another employee, if necessary. An impaired employee should not be allowed to drive.

**B. Pre-Employment Drug Abuse Screening**

Upon implementation of this policy, all applicants will be required to sign an affidavit affirming they are aware of the dangers of drug abuse and are not currently manufacturing, distributing, dispensing, possessing or using controlled substances prohibited by law.

**C. Active Employee Drug Abuse Screening**

The company will maintain screening practices to identify employees who use illegal drugs on the job. It shall be a condition of continued employment for all employees to submit to a drug screen when there is any mishap or accident involving the employee in which injury to persons or damage to property has occurred. Failure to submit to required medical or physical examinations or tests is misconduct and is grounds for discharge or suspension without pay from employment.

**D. Grounds for Termination or Discipline**

An employee bringing onto the company's premises or the property (including the premises or property of a Delta Technologies' customer), having possession of, being under the influence of, or using, consuming, transferring, selling or attempt to sell or transfer any form of illegal drug as defined above while on company business or at any time during the hours between the beginning and the end of the employee's working day, whether on duty or not, and whether on the company's business or not, is guilty of misconduct and is subject to discipline including discharge or suspension without pay from employment, even for the first offense.

**IV. Notification of Conviction**

All employees are required to notify management of any conviction of, or plea of guilty or nolo contendere to, any violation of Florida Statute chapter 893 or of any controlled substance law of the United States or any state, no later than five (5) days of such conviction.

## Staff Assignments

### Resume: Keilan J. Davis

**Education:** Liberty County High School, Florida

#### **Experience:**

May 1997 - Present

**Employer:** Delta Technologies, Inc., Tallahassee, Florida

**Position:** Project Manager

**Responsibilities:** Installation, termination and testing of communications cabling; moves, adds, changes (MACs); outside plant cabling; build out of telecommunications rooms; installation of cable support systems, conduit and fittings; fire-stopping; labeling; grounding and bonding; fleet maintenance; crew supervision and training

November 1996 – April 1997

**Employer:** Mitchell Brothers Paving, Tallahassee, Florida

**Position:** Heavy Equipment Mechanic

**Responsibilities:** Repair of heavy equipment

August 1996 – October 1996

**Employer:** Boggy Bayou Maintenance, Niceville, Florida

**Position:** Heavy Equipment Mechanic

**Responsibilities:** Repair of heavy equipment

February 1996 – July 1996

**Employer:** Gulf Coast Waste/Powell Sanitation, Niceville, Florida

**Position:** Heavy Equipment Mechanic

**Responsibilities:** Repair of heavy equipment

January 1994 – January 1996

**Employer:** Powell Sanitation, Niceville, Florida

**Position:** Shop Supervisor

**Responsibilities:** Repair of heavy equipment; monitoring of employee productivity; employee safety meetings

Licensed in Florida and Georgia (ES-0000212, EF-20000414, LVU405002)

Delta Technologies, Inc. - LCS RFP 492-2022 Data Cabling Equipment and Services (E-Rate)

March 1989 – December1993

**Experience:**

Employer: Florida TV Service, Inc., Tallahassee, Florida  
Position: Technician  
Responsibilities: Installation and repair of security systems, fire alarms, ITY, MATV, surveillance/CCTV and intercom systems

**Certifications:** Bogen Nyquist E7000 eLearning Course  
Telecor XL Intercom & Telephone Systems Certified Technician  
Telecor T2/XL Certified Technician  
Alarm Association of Florida Fire Alarm Systems Agent  
Alarm Association of Florida Burglar Alarm Systems Agent  
NetCBT Gigabit Cabling Systems  
NetCBT Fiber Optic Cabling Series  
NetCBT Category 5 Cabling Series  
NetCBT Structured Cabling Series  
Panduit Structured Cabling Course  
Belden Registered Installation Contractor Program  
Otronics Installer Technician  
Valcom Loudspeaker Paging Systems  
Krone Symphony Certified Installation Technician  
GS Metals Flextray Certified Contractor  
3M Fire Protection Products  
DMP XR500

Licensed in Florida and Georgia (ES-0000212, EF-20000414, LVU405002)

## **Resume: Jim Cunningham**

**Education:** Heidelberg High School, Heidelberg, Germany

### **Experience:**

January 1995 - Present

**Employer:** Delta Technologies, Inc., Tallahassee, Florida

**Position:** Operations Manager

**Responsibilities:** Project management, sales, scheduling workforce, and projects.  
Quality assurance.

**Employer:** Dial Communications, Inc.

**Position:** Foreman

**Responsibilities:** Installation, termination and testing of communications cabling; moves, adds, changes (MACs); outside plant cabling; build out of telecommunications rooms; installation of cable support systems, conduit and fittings; fire-stopping; labeling; grounding and bonding; fleet maintenance; crew supervision and training

**Certification:** BICSI Member  
AAF Fire Alarm Systems Agent  
AAF Alarm Contractor CEU Course  
AAF Fire Inspector CEU Course – Bureau of Fire Standards  
Panduit Structured Cabling Course  
Siemon Cabling System Authorized Designer  
NetCBT Fiber Optic Cabling Series  
NetCBT Category 5 Cabling Series  
NetCBT Structured Cabling Systems  
NetCBT Gigabit Cabling Series  
Ortronics Installer Technician  
Valcom Loudspeaker Paging Systems  
AT&T Fiber Optics 101  
AT&T Fiber Optics ST/SC and High-5 Copper Installation  
Leviton Telcom Certified Installer  
Belden Belden Registered Installation Contractor Program

Licensed in Florida and Georgia (ES-0000212, EF-20000414, LVU405002)

## **Resume: Anthony M. Day**

**Education:** Bachelor of Science in Management Information Systems,  
Florida State University, Tallahassee, Florida

Associate of Arts,  
North Florida Junior College, Madison, Florida

### **Experience:**

June 1995 – present

*Employer:* Delta Technologies, Inc.

*Position:* Regional Manager

*Responsibilities:* Overall operations and sales for Central and South Florida region.  
Manages workforce, including hiring, training and scheduling.

January 1994 – June 1995

*Employer:* Dial Communications, Inc., Tallahassee, Florida

*Position:* Computer Network Cabling Technician

*Responsibilities:* Project foreman, project team member, communications design,  
studied blueprints and job specifications, installed, tested, and  
terminated communication and fiber optic cables, trained  
employees, any software applications needed

May 1993 – November 1993

*Employer:* Harris-McBurney Company, Tampa, Florida

*Position:* Telecommunications Installer

*Responsibilities:* Installed, terminated, and tested communication cables, including  
fiber optic cables



**Certifications:** Bicsi RCDD/LAN Specialist  
Bicsi Network Transport Specialist  
BICSI Network Technology Systems Designer  
Bogen Nyquist E7000 eLearning Course  
Radionics RAM IV Remote Programmer  
Radionics D5200 Programmer  
Radionics Analog Fire Alarm  
Radionics D9000 Series Control Communicators  
Interlink Registered Individual Installer  
Valcom Paging Systems  
Fore Systems Edge Products Installation, Operation, and Maintenance  
Fore Systems Edge Products IO&M Certification  
Fore Systems LAN Certified Engineer  
Fore Systems Core Products IO&M Certification  
Picazzo VS1 Technical Certification  
Leviton Certified Telcom Certified Installer  
Krone Symphony Certified Installation Technician  
Berk-Tek Installations Practices  
AT&T Fiber Optics 101  
AT&T Fiber Optics ST/SC High-5 Copper Installation  
Otronics Installer Technician  
Panduit Structured Cabling Course  
Belden Registered Installation Contractor Program

## **Resume: Rick Sutphin**

**Education:** Tallahassee Community College, Tallahassee, Florida  
Cypress Lake High School, Fort Myers, Florida

**Employer:** Delta Technologies, Inc. (1998 to Present)

**Position:** Project Manager/Network Administrator

**Responsibilities:** Project management, sales, scheduling workforce, and projects. Quality assurance.

**Certification:** Digital Monitoring Products Certificated Technician  
3M Fire Protection Products Certified Installer  
Alarm Association of Florida Fire Alarm Systems Agent  
Alarm Association of Florida Burglar Alarm System Agent  
Panduit Structured Cabling Course  
NetCBT Fiber Optic Cabling Series  
NetCBT Category 5 Cabling Series  
NetCBT Structured Cabling Systems  
NetCBT Gigabit Cabling Series  
Belden Belden Registered Installation Contractor Program

## **Resume: Edward Thrift**

**Education:** Santa Fe Technical College, Gainesville, Florida

**Employer:** Delta Technologies, Inc. (2000 to Present)

**Position:** Project Manager

**Responsibilities:** Project management, sales, scheduling workforce, site surveys, employee training and projects. Quality assurance.

**Certifications:** Alarm Association of Florida FASA/BASA  
NetCBT – Structured Cabling Systems, Optical Fiber Systems  
Manufacturer Training for Levington, Valcom, Belden, DMP & Hubbell

## **Resume: Robert L. Schott**

**Education:** Arizona Institute of Business and Technology

**Employer:** Delta Technologies, Inc. (2005 to Present)

**Position:** Job Foreman

**Responsibilities:** Installation, termination and testing of communications cabling; moves, adds, changes (MACs); outside plant cabling; build out of telecommunications rooms; installation of cable support systems, conduit and fittings; fire-stopping; labeling; grounding and bonding; fleet maintenance; crew supervision and training

**Certifications:** Certified Cox Communication Field Service Technician  
Hubbell Certified Network Installation Technician  
Leviton Certified Network Installation Technician  
Motorola Telecom Clean Room Certified to MOS12 Fabrication  
Motorola Telecom Health, Safety and Security Training

## **Resume: Mark Phelps**

**Education:** Lake Placid High School, Lake Placid Florida

### **Experience:**

November 2017 - Present

**Employer:** Delta Technologies, Inc., Tallahassee, Florida

**Position:** Foreman

**Responsibilities:** Installation, termination and testing of communications cabling; moves, adds, changes (MACs); outside plant cabling; build out of telecommunications rooms; installation of cable support systems, conduit and fittings; fire-stopping; labeling; grounding and bonding

**Certification:** MTA Electronics; Electronic Basic/Theory

Licensed in Florida and Georgia (ES-0000212, EF-20000414, LVU405002)

## **Resume: Timothy Arthur**

**Education:** Amos P. Godby, Tallahassee Florida

### **Experience:**

December 2017 - Present

**Employer:** Delta Technologies, Inc., Tallahassee, Florida

**Position:** Foreman

**Responsibilities:** Installation, termination and testing of communications cabling; moves, adds, changes (MACs); outside plant cabling; build out of telecommunications rooms; installation of cable support systems, conduit and fittings; fire-stopping; labeling; grounding and bonding

## **Resume: Joshua Whiddon**

**Education:** Ponce De Leon High School, Ponce De Leon Florida  
Chipola Fire College, Chipley Florida  
Votec Auto Body School, Chipley Florida

### **Experience:**

September 2019 - Present

**Employer:** Delta Technologies, Inc., Tallahassee, Florida

**Position:** Network Cabling Installation Technician

**Responsibilities:** Installation, termination and testing of communications cabling; moves, adds and changes (MACs); outside plant cabling; build out telecommunications rooms; installation of cable support systems, conduit; fire stopping; labeling; grounding and bonding.

## **Resume: Joshua Otteson**

**Education:** Richland High School. North Richland Texas  
Brigham Young University-Idaho

### **Experience:**

August 2020 - Present

**Employer:** Delta Technologies, Inc., Tallahassee, Florida

**Position:** Network Cabling Installation Technician

**Responsibilities:** Installation, termination and testing of communications cabling; moves, adds, changes (MACs); outside plant cabling; build out of telecommunications rooms; installation of cable support systems, conduit and fittings; fire-stopping; labeling; grounding and bonding

Licensed in Florida and Georgia (ES-0000212, EF-20000414, LVU405002)



## **Resume: Shawn Jacquet**

**Education:** Stony Point High School, Round Rock Texas

### **Experience:**

September 2021 - Present

**Employer:** Delta Technologies, Inc., Tallahassee, Florida

**Position:** Technician

**Responsibilities:** Installation, termination and testing of communications cabling; moves, adds, changes (MACs); outside plant cabling; build out of telecommunications rooms; installation of cable support systems, conduit and fittings; fire-stopping; labeling; grounding and bonding

**Certification:** OSHA-10 and Boom Lift  
Scissor Lift

Licensed in Florida and Georgia (ES-0000212, EF-20000414, LVU405002)

## Certifications

### Bicsi RCDD – Keith Sandstrom



Licensed in Florida and Georgia (ES-0000212, EF-20000414, LVU405002)

## Bicsi RCDD – Anthony Day



Licensed in Florida and Georgia (ES-0000212, EF-20000414, LVU405002)



## Bicsi Network Transport Specialist – Anthony Day



Licensed in Florida and Georgia (ES-0000212, EF-20000414, LVU405002)

## Bogen Nyquist E7000 eLearning – Anthony Day



## Bogen Nyquist E7000 eLearning – Keilan Davis



## **Tab C**



## Attachments

### Attachment II Required Provisions Certification

Required Provisions Certification  
Attachment II  
RFP 492-2022  
Data Cabling Equipment and Services (E-Rate)

#### Attachment II Required Provisions Certifications

1. **Business/Corporate Experience**  
This is to certify that the Proposer has at least five (5) years, within the last 10 years, of business/corporate experience in providing data cabling services to commercial or governmental clients, as described in this RFP.
2. **Prime Vendor**  
This is to certify that the Successful Proposer will act as the Prime Contractor to the District for all services provided under the Contract(s).
3. **Meets Legal Requirements**  
This is to certify that the Proposer's Proposal and all services provided under the Contract will be compliant with all laws, rules, and other authority applicable to providing the services including, but not limited to, Florida's Open Government laws (Article I, Section 24, Florida Constitution, Chapter 119, F.S.).
4. **Business Licensing**  
This is to certify that the Proposer is currently licensed by the Florida Department of Financial Services for provision of the services contemplated in this RFP and that the Proposer has disclosed in their Proposal all suspensions, revocations, reviews of licensing, bankruptcies, judgements, or liens in the last five (5) years.
5. **Federal Debarment**  
This is to certify that neither the Proposer, nor its principles, is currently disbarred, suspended, proposed for disbarment, declared ineligible, or voluntarily excluded from participation in this solicitation by any Federal department or agency.
6. **Conflict of Interest**  
Per Section 1001.42(12)(i), F.S., this certifies that no member of the Leon County School Board or the Superintendent has any financial interest in the Proposer whatsoever.
7. **Statement of No Inducement**  
This is to certify that no attempt has been made or will be made by the Proposer to induce any other person or firm to submit or not to submit a Proposal with regards to this RFP. Furthermore, this is to certify that the Proposal contained herein is submitted in good faith and not subject to any agreement or discussion with, or inducement from, any firm or person to submit a complementary or other non-competitive Proposal.
8. **Statement of Non-Disclosure**  
This is to certify that none of the contents of this Proposal have been disclosed before award, directly or indirectly, to any other Proposer or competitor.
9. **Statement of Non-Collusion**  
This is to certify that the proposed costs in this Proposal have been arrived at independently, without consultation, communications, or agreement as to any matter relating to such costs with any other Proposer or with any competitor and not to restrict competition.

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Licensed in Florida and Georgia (ES-0000212, EF-20000414, LVU405002)



## Attachment II Scrutinized Companies Certification

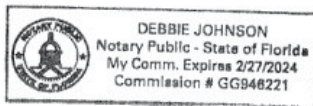
Required Provisions Certification  
Attachment II  
RFP 492-2022  
Data Cabling Equipment and Services (E-Rate)

### 10. Scrutinized Companies Certification

The Proposer certifies they are not listed on the Scrutinized Companies that Boycott Israel List, created under Section 215.4725, F.S., and they are not currently engaged in a boycott of Israel. If the resulting Contract exceeds \$1,000,000.00 in total, not including renewal years, the Proposer certifies that they are not listed on either the Scrutinized Companies with Activities in Sudan List, or the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List created under Sections 215.473, F.S., and 215.4725, F.S., and further certifies they are not engaged in business operations in Cuba or Syria. In compliance with Sections 287.135(5), F.S., and 287.135(3), F.S., the Proposer agrees the District may immediately terminate the resulting Contract for cause if the Proposer is found to have submitted a false certification or if the Proposer is placed on the Scrutinized Companies with Activities in Sudan List, the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List, the Scrutinized Companies that Boycott Israel List, or is engaged in a boycott of Israel, or has engaged in business operations in Cuba or Syria during the term of the Contract. Any company that submits a bid or proposal for a contract, or intends to enter into or renew a contract with an agency or local governmental entity for commodities or services, of any amount, must certify that the company is not participating in a boycott of Israel.

By signing this certification below, the Authorized Representative affirms they have the authority to bind the Proposer and acknowledges and affirms the statements above.

STATE OF FLORIDA      Keith Sandstrom, President      Keith Sandstrom  
COUNTY OF Leon      Authorized Representative (Print)      Authorized Representative (Signature)  
The foregoing instrument was acknowledged before me by means of ☒ physical presence or ☐ online  
notarization this 30th day of November, 2021, by Keith Sandstrom (name of  
authorized representative) as President (position title) for  
Delta Technologies, Inc. (Vendor Name).



(NOTARY SEAL)

Debbie Johnson  
Notary Signature

Debbie Johnson  
Name of Notary (Typed, Printed, or Stamped)

Personally Known ☒ OR Produced Identification ☐ Type of Identification \_\_\_\_\_

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## Florida State Low Voltage License



Licensed in Florida and Georgia (ES-0000212, EF-20000414, LVU405002)



## Florida State Alarm Contractor I License



Licensed in Florida and Georgia (ES-0000212, EF-20000414, LVU405002)

## Vendor Status

### ***Contractor Prequalification Certificate Specialty Electrical Contractor***



#### **CONTRACTOR ANNUAL PREQUALIFICATION CERTIFICATE FOR CONSTRUCTION SERVICES**

Issued by: Department of Facilities & Construction  
Leon County Schools  
3420 West Tharpe Street, Suite 100  
Tallahassee, Florida 32303  
Email: [prequalification.construction@leonschools.net](mailto:prequalification.construction@leonschools.net)

Date of Board Approval: February 23, 2021 Item #: 18.01  
Applicant Business Name: Delta Technologies Inc.  
Mailing Address: P. O. Box 2301  
City, State, Zip Code: Tallahassee, Florida 32316  
Contractor Trade Category: Certified Specialty Electrical Contractor  
Bond Limit Single Project: \$2,000,000.00

The School Board has approved the recommendation of prequalification for your company.

This certificate is to verify that your company has met all of the requirements as set forth in School Board Policy for the prequalification of contractors and is approved to submit work within appropriate trade categories and bond limits.

This certificate shall expire on February 23, 2022. It is the sole responsibility of the certificate holder to renew this certificate within a timely period prior to the expiration date to maintain continuous prequalification.

**Contractor Prequalification Alarm Systems Contractor**



**CONTRACTOR ANNUAL PREQUALIFICATION CERTIFICATE  
FOR CONSTRUCTION SERVICES**

Issued by: Department of Facilities & Construction  
Leon County Schools  
3420 West Tharpe Street, Suite 100  
Tallahassee, Florida 32303  
Email: [prequalification.construction@leonschools.net](mailto:prequalification.construction@leonschools.net)

Date of Board Approval: February 23, 2021 Item #: 18.01  
Applicant Business Name: Delta Technologies Inc.  
Mailing Address: P. O. Box 2301  
City, State, Zip Code: Tallahassee, Florida 32316  
Contractor Trade Category: Certified Alarm System Contractor I  
Bond Limit Single Project: \$2,000,000.00

The School Board has approved the recommendation of prequalification for your company.

This certificate is to verify that your company has met all of the requirements as set forth in School Board Policy for the prequalification of contractors and is approved to submit work within appropriate trade categories and bond limits.

This certificate shall expire on February 23, 2022. It is the sole responsibility of the certificate holder to renew this certificate within a timely period prior to the expiration date to maintain continuous prequalification.



## Attachment III Notice of Conflict of Interest

Notice of Conflict of Interest  
Attachment III  
RFP 492-2022  
Data Cabling Equipment and Services (E-Rate)

### Attachment III Notice of Conflict of Interest

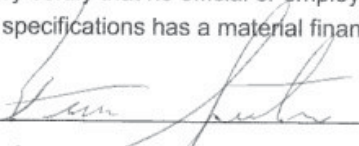
**Company Name:** Delta Technologies, Inc.

**Solicitation Number:** RFP 492-2022

To participate in this solicitation process and comply with the provisions of Chapter 112.313, Florida Statutes, the undersigned corporate officer hereby discloses the following information to the Leon County School Board. Proposers shall complete either Section 1 or Section 2.

#### Section 1


I hereby certify that no official or employee of the School Board requiring the goods or services described in these specifications has a material financial interest in this company.

  
\_\_\_\_\_  
**Authorized Representative (Signature)**

Keith Sandstrom, President  
\_\_\_\_\_  
**Authorized Representative (Print)**

#### Section 2

I hereby certify that the following named Leon County School Board official(s) and employee(s) have material financial interest(s) (over 5%) in this company, and they have filed Conflict of Interest Statements with the Leon County Supervisor of Elections, before the Proposal Opening.

Name	Title/Position	Date of Filing
NONE		
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
		
_____		
<b>Authorized Representative (Signature)</b>	<u>Keith Sandstrom, President</u>	
	<b>Authorized Representative (Print)</b>	

## Attachment IV Vendor Contact Information

Proposer Contact Information  
Attachment IV  
RFP 492-2022  
Data Cabling Equipment and Services (E-Rate)

### Attachment IV Proposer Contact Information

The Proposer shall identify the contact information for solicitation and contractual purposes via the requested fields of the table below.

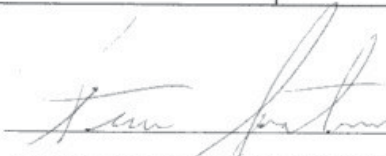
	For solicitation purposes, the Proposer's representative shall be:	For contractual purposes, should the Proposer be awarded, the Proposer's representative shall be:
<b>Name:</b>	Keilan Davis	Keith Sandstrom, RCDD
<b>Title:</b>	Project Manager	President
<b>Street Address:</b>	3777 Hartsfield Road	3777 Hartsfield Road
<b>City, State, Zip code</b>	Tallahassee, FL 32303-1120	Tallahassee, FL 32303-1120
<b>Telephone: (Office)</b>	(850) 575-3977	(850) 575-3977
<b>Telephone: (Cell)</b>	(850) 445-6974	(850) 251-8021
<b>Email:</b>	keilan@delta-tech.com	keith@delta-tech.com

Delta Technologies, Inc.

Company Name

59-3294396

FEIN #



Authorized Representative (Signature)

Keith Sandstrom, President

Authorized Representative (Printed)

November 30, 2021

Date

Licensed in Florida and Georgia (ES-0000212, EF-20000414, LVU405002)

## Attachment V Proposers Reference Form

Proposer's Reference Form  
Attachment V  
RFP 492-2022  
Data Cabling Equipment and Services (E-Rate)

### Attachment V Proposer's Reference Form

In the spaces provided below, the Proposer shall list all names under which it has operated during the past five (5) years.

Delta Technologies, Inc.

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On the following pages, the Proposer shall provide the information indicated for three (3) separate and verifiable references. The references listed must be for businesses or government agencies for whom the Proposer has provided services of similar scope and size to the services identified in the RFP. The same reference may not be listed for more than one (1) organization and confidential references shall not be included. In the event, the Proposer has had a name change since the time work was performed for a listed reference, the name under which the Proposer operated at that time must be provided in the space provided for the Proposer's Name.

References that are listed as subcontractors in the response will not be accepted as references under this solicitation. Additionally, References shall pertain to current and ongoing services or those that were completed before January 1, 2021. References shall not be given by:

- Persons employed by the District within the past three (3) years.
- Persons currently or formerly employed or supervised by the Proposer or its affiliates.
- Board members within the Proposer's organization.
- Relatives of any of the above.

**Additionally, the District reserves the right to contact references other than those identified by the Proposer to obtain additional information regarding past performance.**



## Attachment VI Local Preference Affidavit

Local Preference Affidavit  
Attachment VI  
RFP 492-2022  
Data Cabling Equipment and Services (E-Rate)

### Attachment VI Local Preference Affidavit

To qualify for the Local Vendor Preference, a Proposer must be physically located in Leon County (or an Adjacent County), employ at least one (1) person at that location, and have been licensed, as required, for at least six (6) months before the Proposal Opening. The Proposer, on a day-to-day basis, should provide the goods/services provided under this Contract substantially from the local business address. Post Office boxes are not acceptable for purposes of obtaining this preference.

The Proposer affirms that it is a local or Adjacent County Business, as defined by Board Policy 6450.

Please complete the following in support of the self-certification:

**Proposer Name:**

Delta Technologies, Inc.

**Address:** 3777 Hartsfield Road, Tallahassee, FL 32303-1120

**County of Location:** Leon

**Phone to Local Location:** (850) 575-3977

**Email:** keith@delta-tech.com

**Length of Time at this Location:** 13 Years **# of Employees at this Location:** 13

**Is your business certified as a small business enterprise through Leon County Schools?** No

STATE OF FLORIDA  
COUNTY OF Leon

Keith Sandstrom

Authorized Representative (Print)

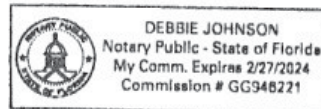
[Signature]  
Authorized Representative (Signature)

The foregoing instrument was acknowledged before me by means of ☒ physical presence or ☐ online notarization this 30th day of November, 2021, by Keith Sandstrom (name of authorized representative) as President (position title) for Delta Technologies, Inc. (company name).

[Signature]  
Notary Signature

(NOTARY SEAL)

Debbie Johnson  
Name of Notary (Typed, Printed, or Stamped)



Personally Known ☒ OR Produced Identification ☐ Type of Identification \_\_\_\_\_

## Attachment VII Subcontracting Form

Subcontracting Form  
Attachment VII  
RFP 492-2022  
Data Cabling Equipment and Services (E-Rate)

### Attachment VII Subcontracting Form

The Proposer shall complete the information below on all subcontractors that will be providing services to the Proposer to meet the requirements of the Contract, should the Proposer be awarded. Submission of this form does not indicate the District's approval of such subcontractor(s), but provides the District with information on proposed subcontractors for review.

Complete a separate sheet for each subcontractor.

Prime Proposer Name:  
Delta Technologies, Inc. \_\_\_\_\_

Type/Description of Goods or Service Subcontractor will provide:  
All work done under this proposal shall be done by Delta Technologies, Inc. \_\_\_\_\_  
\_\_\_\_\_

Subcontractor Company Name: None FEIN: \_\_\_\_\_

Contact Person: \_\_\_\_\_ Contact Phone Number: \_\_\_\_\_

Address: \_\_\_\_\_

Email address: \_\_\_\_\_

Currently Registered as a Small Business with Leon County Schools? Yes \_\_\_\_\_ No \_\_\_\_\_

Local Proposer? Yes \_\_\_\_\_ No \_\_\_\_\_

In a job description format, identify the responsibilities and duties of the subcontractor based on the specifications or scope of services outlined in this solicitation.

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## Attachment VIII E-Rate Supplemental Terms and Conditions

E-Rate Supplemental Terms and Conditions  
Attachment VIII  
RFP 492-2022  
Data Cabling Equipment and Services (E-Rate)

### Attachment VIII

#### E-RATE SUPPLEMENTAL TERMS AND CONDITIONS

The Telecommunications Act of 1996 established a fund by which Schools and Libraries across the Country could access discounts on eligible telecommunications products and services. The program is commonly known as the E-rate Program. The eligibility for discounts on internet access, telecommunications products and services, internal connection products, services and maintenance is determined by the Federal Communications Commission (FCC). Funding is made available upon application approval by the Schools and Libraries Division (SLD) of the Universal Service Administrative Company (USAC), which was established by the Act. The amount of discount is based on the numbers of students receiving free and reduced-price meals.

1. The project herein [is/may be] contingent upon the approval of funding from the Universal Service Fund's Schools and Libraries Program, otherwise known as E-rate.
2. The District expects Service Providers to make themselves thoroughly familiar with any rules or regulations regarding the E-rate program.
3. Service Providers are required to be in full compliance with all current requirements and future requirements issued by the SLD throughout the contractual period of any contract entered into as a result of this ITN.
4. Service Providers are responsible for providing a valid SPIN (Service Provider Identification Number). More information about obtaining a SPIN may be found at this website: <http://www.usac.org/sl/providers/step01/>
5. Service Providers are responsible for providing a valid Federal Communications Commission (FCC) Registration Number (FRN) at the time the ITN is submitted. More information about obtaining an FRN may be found at this website: <https://fjallfoss.fcc.gov/coresWeb/publicHome.do>
6. Service Providers are responsible for providing evidence of FCC Green Light Status at the time the bid is submitted. Any potential bidder found to be in Red Light Status must provide an explanation of the steps it is undertaking to be removed from Red Light Status and the expected timeframe for resolution. A Service Provider's sustained Red Light Status may be grounds for contract termination as it could prohibit the Service Provider from providing E-rate discounts in a timely manner which would cause harm to the Applicant. More information about FCC Red and Green Light Status may be found at this website: [http://www.fcc.gov/debt\\_collection/welcome.html](http://www.fcc.gov/debt_collection/welcome.html).
7. Products and services must be delivered before billing can commence. At no time may the Service Provider invoice before July 1, 2021.
8. Prices must be held firm for the duration of the associated E-rate Funding Year(s) or until all work associated with the project is complete (including any contract and USAC approved extensions).
9. The Service Provider agrees to bill and receive a portion of the payment for the provisions of goods and services described herein directly from USAC via the Form 474 Service Provider Invoice (SPI). The District will only be responsible for paying its non-discounted share of costs and does not intend to use the BEAR process (Form 472). The maximum percentage the District will be liable for is the pre-discount amount minus the funded amount as shown on the FCC Form 471 Block 5 and any identified ineligible costs. Alternatively, if the District decides that it is in the best interest of the District to file a Form 472, the District will inform the Service Provider of its intent.
10. All Service Provider invoicing to USAC must be completed within 120 days from the last day of service. Should the Service Provider fail to invoice USAC in a timely manner, the District will only be responsible for paying its non-discounted share.
11. Service provider shall retain all documentation related to the purchase, payment, delivery and/or installation, including Forms 474 and receipt of payment from USAC, for all products and services provided to the applicant. Related documentation must be retained for a period of 10 years from the last date of service.



**E-Rate Supplemental Terms and Conditions**  
**Attachment VIII**  
**RFP 492-2022**  
**Data Cabling Equipment and Services (E-Rate)**

12. Even after award of contract(s) and/or E-rate funding approval is obtained, the District may or may not proceed with the project, in whole or in part. Execution of the project, in whole or in part, is solely at the discretion of the District.
13. Within one (1) week of award, the awarded Service Provider must provide the District a bill of materials using a completed USAC "Item 21 Template". Subsequent schedules of values and invoices for each site must match Item 21 Attachment or subsequent service substitutions.
14. In the event of questions during an E-rate pre-commitment review, post-commitment review and/or audit inquiry, the awarded Service Provider is expected to reply within 3 days to questions associated with its proposal.
15. No change in the products and/or services specified in this document orders will be allowed without prior written approval from the district and a USAC service substitution approval with the exception of a Global Service Substitutions.
16. The Service Provider acknowledges that all pricing and technology infrastructure information in its ITN shall be considered as public and non-confidential pursuant to §54.504 (2)(i)(ii).
17. The Service Provider acknowledges that its offer is considered to be the lowest corresponding price pursuant to § 54.511(b). Should it not be the lowest corresponding price, the service provider must disclose the conditions leading to the applicant being charged in excess of lowest corresponding price.
18. This offer is in full compliance with USAC's Free Services Advisory <http://www.usac.org/sl/applicants/step02/free-services-advisory.aspx>. There are no free services offered that would predicate an artificial discount and preclude the applicant from paying its proportionate non-discounted share of costs. The service provider agrees to provide substantiating documentation to support this assertion should the applicant, USAC, or the FCC request it.
19. The awarded Service Provider is required to send copies of all forms and invoices to the District prior to invoicing USAC for pre-approval. Failure to comply with this requirement may result in the District placing the Vendor on an "Invoice Check" with the USAC <http://www.usac.org/sl/applicants/step07/invoice-check.aspx>
20. Services providers must comply with the FCC rules for Lowest Corresponding Price ("LCP"). Further details on LCP may be obtained at USAC's website: <http://www.usac.org/sl/service-providers/step02/lowest-corresponding-price.aspx>

I, the undersigned, as an authorized agent of Delta Technologies, Inc. (Service Provider Name), hereby certify that I have read the E-rate Supplemental Terms and Conditions, am fully compliant and intend to cooperate with the E- rate process as outlined above.

Signature:  Title: President

Phone Number: (850) 575-3977 Email: keith@delta-tech.com

Service Provider Name: Delta Technologies, Inc.

## Attachment IX Drug-Free Workplace Certification

District School and Site Listing  
Attachment X  
RFP 492-2022  
Data Cabling Equipment and Services (E-Rate)

### Attachment IX Drug-Free Workplace Certification

The undersigned Proposer, in accordance with Florida Statute 287.087 hereby certifies that

Delta Technologies, Inc. does:  
Name of Business

1. Publish a statement notifying employees that the unlawful manufacture, distribution, dispensing, possession, or use of a controlled substance is prohibited in the workplace and specifying the actions that will be taken against employees for violations of such prohibition.
2. Inform employees about the dangers of drug abuse in the workplace, the business's policy of maintaining a drug-free workplace, any available drug counseling, rehabilitation, employee assistance programs and the penalties that may be imposed upon employees for drug abuse violations.
3. Give each employee engaged in providing the commodities or contractual services that are under proposal a copy of the statement specified in Paragraph 1.
4. In the statement specified in Paragraph 1, notify the employees that, as a condition of working on the commodities or contractual services that are under proposal, the employee will abide by the terms of the statement and will notify the employer of any conviction of, or plea of guilty or nolo contendere to, any violation of Chapter 893 or of any controlled substance law of the United States or any state, for a violation occurring in the workplace no later than five (5) days after such conviction.
5. Impose a sanction on, or require the satisfactory participation in a drug abuse assistance or rehabilitation program if such is available in the employee's community, by any employee who is so convicted.
6. Make a good faith effort to continue to maintain a drug-free workplace through implementation of Paragraphs 1 thru 5.

As the person authorized to sign this statement, I certify that this firm complies fully with the above requirements.

Signature of Authorized Officer



Date November 30, 2021

Attachment I  
 Cost Proposal Form

RFP No. 492-2022 Data Cabling Equipment and Services (E-Rate)

#	Labor Rates	Unit of Measure	Unit Price
1.	Foreman (each) for repairs and service calls during normal business hours – Monday through Friday 8:00 a.m. - 5:00 p.m.	Per Hour	\$ 45.00
2.	Foreman (each) for repairs and service calls after normal business hours – nights and weekends	Per Hour	\$ 67.50
3.	Apprentice/Technician (each) for repairs and service calls during normal business hours – Monday through Friday 8:00 a.m. - 5:00 p.m.	Per Hour	\$ 40.00
4.	Apprentice/Technician (each) for repairs and service calls after normal business hours – nights and weekends	Per Hour	\$ 60.00
Total Labor Rate (sum of #1 - #4)			\$ 212.50

#	Material Rates	Unit of Measure	Unit Price
5.	25 pair PE-89 Category 3 Non-Plenum Cable	Per Foot	\$ 1.68
6.	25 pair Category 3 Non-Plenum Cable	Per Foot	\$ 1.31
7.	25 pair Category 3 Plenum Cable	Per Foot	\$ 1.88
8.	4 pair Category 5e DROP U/UTP Non-Plenum	Per Drop	\$ 120.00
9.	4 pair Category 5e DROP U/UTP Plenum	Per Drop	\$ 185.00
10.	4 pair Category 6 DROP U/UTP Non-Plenum	Per Drop	\$ 180.00
11.	4 pair Category 6 DROP U/UTP Plenum	Per Drop	\$ 225.00
12.	4 pair Category 6A DROP U/UTP NON-PLENUM	Per Drop	\$ 215.00
13.	4 pair Category 6A DROP U/UTP PLENUM	Per Drop	\$ 500.64
14.	24 port Category 5e patch panel	Each	\$ 211.28
15.	48 port Category 5e patch panel	Each	\$ 412.25
16.	24 port Category 6 patch panel	Each	\$ 303.04
17.	48 port Category 6 patch panel	Each	\$ 630.91
18.	7' Floor Mounted Equipment Rack	Each	\$ 208.59
19.	4 Post Floor Mounted Equipment Rack	Each	\$ 561.62
20.	35"X18"X19" Wall Mount Rack	Each	\$ 291.75
21.	4' Enclosed Server / Data Cabinet	Each	\$ 1,324.93
22.	7' Enclosed Server / Data Cabinet	Each	\$ 2,233.01
23.	6 Strand Om3 Optical Fiber Non-Plenum	Per Foot	\$ 1.07
24.	6 Strand Om3 Optical Fiber Plenum	Per Foot	\$ 1.07



#	Material Rates	Unit of Measure	Unit Price
25.	12 Strand Om3 Optical Fiber Non-Plenum	Per Foot	\$ 2.24
26.	12 Strand Om3 Optical Fiber Plenum	Per Foot	\$ 2.24
27.	6 Strand Om4 Optical Fiber Non-Plenum	Per Foot	\$ 1.47
28.	6 Strand Om4 Optical Fiber Plenum	Per Foot	\$ 1.47
29.	12 Strand Om4 Optical Fiber Non-Plenum	Per Foot	\$ 2.80
30.	12 Strand Om4 Optical Fiber Plenum	Per Foot	\$ 2.80
31.	6 Strand Single Mode Optical Non-Plenum Fiber	Per Foot	\$ 0.46
32.	12 Strand Single Mode Optical Non-Plenum Fiber	Per Foot	\$ 1.18
33.	6 Strand Single Mode Optical Plenum Fiber	Per Foot	\$ 0.46
34.	12 Strand Single Mode Optical Plenum Fiber	Per Foot	\$ 1.18
35.	6 Strand Om1 Optical Fiber Non-Plenum	Per Foot	\$ 1.09
36.	6 Strand Om1 Optical Fiber Plenum	Per Foot	\$ 1.09
37.	12 Strand Om1 Optical Fiber Non-Plenum	Per Foot	\$ 1.50
38.	12 Strand Om1 Optical Fiber Plenum	Per Foot	\$ 1.50
<b>Total Material Rate (sum of #5 - #38)</b>			<b>\$7,631.51</b>

#	Balance of Line	Unit of Measure	Unit Price
39.	Balance of Line (all other related goods and services within the scope of the RFP)	Invoiced cost plus % markup	18 %

### Vendor Acknowledgment

I certify that this Proposal is made without prior understanding, agreement or connection with any corporation, firm, or person submitting a proposal for the same materials, supplies or equipment, and in all respects fair and without collusion or fraud. The person signing below acknowledges and agrees with all proposed information as submitted and has the authorization of the said company to enter into a contractual agreement with the School Board of Leon County for the purposes as proposed and described herein. Please sign below where required.

Delta Technologies, Inc.  
 Company Name

59-3294396  
 FEIN

Keith Sandstrom, RCDD  
 Authorized Representative Name (Printed)

President  
 Authorized Representative Title

  
 Authorized Representative Signature

December 8, 2021  
 Date